

Breathitt County Schools

Color														
School	Toshiba Copier	Black copies average per month	copies per month.	Cost per copy		Ricoth MPF recommend	cost per copy Black	cost per copy color	60 Mo. With P.U.	60 Month No P.U.	48 Mo. with P.U.	48 NO P.U.		
				Color	Toshiba									
Breathitt County High School	3540C	4408	3558	0.06	0.0055	MPC3504	0.0039	0.0428	185.81	178.34	211.47	202.81	Book Finisher , FAX, 2/3 hole	
		556	40529		0.0055	MP5055	0.0039		127.85	120.38	145.47	136.81	Finisher, 2/3 hole Punch	
		556	18529		0.0055	MP5055	0.0039		127.85	120.38	145.47	136.81	Finisher, 2/3 hole Punch	
Sebastian Middle School	MPC5540	12648	697	0.06	0.0055	MP5055	0.0039		127.85	120.85	145.47	136.81	Finisher, 2/3 hole Punch	
						MPC2504	0.0039	0.0428	125.07	118.38	142.33	133.67	Fax,Finisher/ 2/3 hole punch	
Mary Roberts-Caney Elementary	3540C	3727	916	0.06	0.0055	MPC2504	0.0039	0.0428	125.07	118.38	142.33	133.67	Fax,Finisher/ 2/3 hole punch	
		38,794	856			MP5055	0.0039		127.85	120.85	145.47	136.81	Finisher, 2/3 hole Punch	
LBJ Elementary	MAIN OFFICE	556	24,821		0.0055	MP5055	0.0039		127.85	120.85	145.47	136.81	Finisher, 2/3 hole Punch	
		556	27,344		0.0055	MP5055	0.0039	0.0428	127.85	120.85	145.47	136.81	Finisher, 2/3 hole Punch	
Highland Turner	Main Office	5026	746	0.06	0.0055	MPC2504	0.0039	0.0428	125.07	118.38	142.33	133.67	Fax,Finisher/ 2/3 hole punch	
		19805	741	0.06	0.0055	MP5055	0.0039		127.85	120.85	145.47	136.81	Finisher, 2/3 hole Punch	
Board Office	Upstairs	6643	2007	0.06	0.0055	MPC3504	0.0039	0.0428	146.02	138.55	171.00	137.36	Finisher,Fax 2/3 hole punchj	
		2451	1046	0.06	0.0055	MPC3504	0.0039	0.0428	185.81	178.34	211.47	202.81	Book Finisher , FAX, 2/3 hole	
Bus Garage		1391	1391		0.0055	MP2504	0.0039	0.0428	125.07	118.38	142.33	133.67	Fax,Finisher/ 2/3 hole punch	
TOTALS									\$ 2,037.94	\$ 1,932.14	\$ 2,323.88	\$ 2,169.00		

Financial Considerations - Lease

Investment Details New Ricoh Products

What's Included:

- 3) MPC3504 Color Devices
- 5) MPC2504 Color Devices
- 7) MP5055
- ICE (Integrated Cloud Environment –mobile print)

2014

- ▶ Set up and Coordinated installation of Network Print and Scanning functions with your IT Partner
- ▶ On Site Operator Training
- ▶ On Site Service performed by Ricoh Certified Customer Service Technicians, includes all Parts, Drums and Labor
- ▶ Cost per copy includes all service, parts and supplies including Toner and Staples

Financial Considerations

48 Month Lease

Includes \$15,700 for last payment and price to send back Toshiba Copiers \$2,463.00

Price to pay last payment of Toshiba lease and not to pay Pickups of Toshiba copiers. \$2,193.12

60 MONTH LEASE

Includes \$15,700.00 for last payment and pick up of Toshiba copiers. \$2,157.73

Price to pay last payment of Toshiba lease and not to pay pick up of Toshiba copiers \$1,924.90

Break down if needed

Service Cost

Black and White impressions .0039

Color impressions .0428

Locked in for term of lease.

Includes all service parts and supplies including toner & staples./Billed monthly or quarterly.

To add Integrated Cloud Environment (ICE) to the price on 48 month is \$16.20 each or \$243.00 per month and 60 month lease is \$14.18 or \$212.63

RICOH



Presented by: Ron Cook , Technology Services Manager

Phone: 859-494-1261 . Ronald.Cook@ricoh-usa.com

Proposal submitted: 10/24/2017

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Breathitt County Board of Education
ATTN : Darnell McIntosh
420 Court Street
Jackson, KY. 41339
606-666-2493

Darnell,

Thank you for taking the time to speak with me regarding your copier needs. Based on our conversation, I have put together a proposed solution that we believe will meet your goals of:

- ▶ Right Size copiers
- ▶ Enterprise Fax Solution that insures private and electronic distribution
- ▶ Customize billing
- ▶ Robust Reporting and Billing Breakdown
- ▶ Low locked aftermarket operational cost
- ▶ Improvement on ROA (return on assets)
- ▶ Average service uptime is 98%

At Ricoh, we have built a solid reputation for providing the best solution for each of our customer's unique requirements. We are able to meet your specific needs by leveraging innovative technology backed by Ricoh's world class service and expertise.

Thank you for giving us the opportunity to present the following proposal. On behalf of your Ricoh team, we appreciate the time you have committed to considering our recommendations. We look forward to serving all of your document needs and increasing your document efficiency.

Sincerely,



Ron Cook

Sr. Major Account Executive

859-280-3705

Ronald.Cook@ricoh-usa.com

Reservation of Rights—In response to your request, we are pleased to submit this proposal for your consideration. We recognize your right to negotiate and approve the terms and conditions of any contract following award and respectfully reserve the same right. We acknowledge that all contract terms and conditions must be mutually agreed upon by both of us. Our proposal represents our commitment with respect to pricing, equipment specifications and our proposed solution. Following bid award, we contemplate that we will both negotiate and sign, in the exercise of good faith, customary definitive agreement(s) to govern our relationship, and provide reasonable assurances of our authority to enter into such agreements. As is customary for transactions of this type, any acknowledgements each of us has made are qualified by the right to negotiate mutually acceptable terms. Our proposal is based upon the information provided by you, and the assumptions made by us in preparing our response. Any changes to information or assumptions may, if material, require modification. Upon award, we will be pleased to work with you to promptly finalize mutually acceptable contract terms and, if applicable, provide copies of appropriate contract forms for that purpose.

Executive Summary

Ricoh's Answer

- Fixed Costs
- Customize Billing
- 98% Uptime
- ICE
- MPF Versus Printers
- Color
- Robust Reporting

After a complete analysis of Breathitt County Board of Education, Ricoh is recommending an enterprise print strategy that will allow for an immediate cost savings and give them the platform to further take advantage of additional technologies that will yield additional savings and increase productivity in the future. By adding ICE (not included in lease prices) , they will have a mobile print strategy. Also this should reduce paper , print and phone line cost . Ricoh is also recommending MFP's instead of high speed printers to replace the printers. This should prove to be more cost effective due to much lower cost per impression. This cost will be fixed for the contract period and comes with the desire state of 98% uptime. Ricoh manufacturers all recommended equipment and all technicians are certified Ricoh Employees.

<https://www.youtube.com/watch?v=V-HbABhCDtE>

Investment Details New Ricoh Products

What's Included:

- 3) MPC3504 Color Devices
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- 7) MP5055
- ICE (Integrated Cloud Environment –mobile print)
- ▶ Set up and Coordinated installation of Network Print and Scanning functions with your IT Partner
- ▶ On Site Operator Training
- ▶ On Site Service performed by Ricoh Certified Customer Service Technicians, includes all Parts, Drums and Labor
- ▶ Cost per copy includes all service, parts and supplies Including Toner and Staples

Financial Considerations

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The Ricoh Difference

Facts about Ricoh...

- ▶ Financially stable organization with FY12 annual revenues of \$23 billion
- ▶ Over 100,000 Ricoh employees worldwide with over 20,000 Ricoh employees in North America dedicated to Document and IT solutions
- ▶ Ricoh operates in 150 countries with over 300 locations in North America.
- ▶ Ricoh is a two time winner of the Deming award for quality and is ISO9001:2000 certified
- ▶ As a leader in Environmental stewardship, Ricoh is ISO 14001 certified and has earned multiple awards including World Environmental Center (WEC) Gold Medal for its International Achievement in Sustainable Development

At Ricoh, we look at our customer's businesses from every angle to help them create the future they want. We see where there is room for innovation, where there is room to grow, and where there is room to rethink. Our dedicated people, processes and technologies drive the path to change that delivers the top business outcomes desired by our customers...whatever they might be.

Drive Cost Efficiencies

We help businesses increase efficiency by identifying noncore and labor intensive tasks that would be more efficiently done by others, and recommend technology investments that optimize business processes

Maintain Data Privacy and Security

With more data at risk every day, customers look to Ricoh and our long history of securing data for the processes and technology that provide secure accessibility in their IT infrastructure.

Streamline Business Process

We reengineer critical workflows to optimize the flow of information and greatly enhance business agility for our customers.

Manage Organizational Change

Change isn't always easy, but it is critical to any organization's growth. Our technology solutions and worker expertise help increase adoption of change.

Maximize iWorker Productivity

Empowering iWorkers to collaborate, innovate and problem-solve, rather than re-creating information that already exists is our top priority.

Optimize Information

We unlock business information hidden within companies and make it more easily available to the right people, at the right place and at the right time.

Build a Strategic Infrastructure

Beyond recommending systems and software, our teams of experts offer the critical expertise needed to design environments within which any business's unique processes can flourish.

Achieve Environmental Sustainability

As the industry leader in eco-solutions, we are driving businesses toward conserving energy and minimizing waste. good for business...and the planet.

Implementation

Proposed Schedule

Implementation

Once selected, Ricoh estimates we can implement the solution within two weeks of receipt of initial order.

Initial Needs Assessment	
Onsite Proposal Review	
Paperwork Authorization	
Delivery/Acceptance/Install of Equipment	
System training	
90 Day Account Review (Includes Equipment Performance Analysis Reports)	

Strength in Partnership

- ▶ Financially stable internal leasing source
- ▶ One Stop Shopping - Single point of contact through your Ricoh sales representative
- ▶ NO Hidden Costs (i.e. down payment, insurance fees, security deposit, documentation fees, etc.)
- ▶ Price Protection - NO escalation clause for equipment
- ▶ NO automatic term renewal provides flexibility at lease end with payments in month-to-month status
- ▶ **NO equipment return fees if upgraded with another vendor.**
- ▶ Customized Billing - Invoice Plus allows for combined billing and customization
- ▶ Non-appropriation Funds Clause in Lease

partnership



Why Ricoh America Is The Largest Document Management Company in the World



33 reasons why you should compare Ricoh America to your current service provider

	Ricoh America	OFFICE SOLUTIONS	COMPETITOR
Measure First Call Effectiveness	Yes	?	
Measure Call Back Rate for Same Issue	Yes	?	
Average Service Call Response Time	1 Hour or Less	?	
Average Service On-Site Site Response Time	4 Hours or Less	?	
Measure Failure Rate (Mean Copies Between Calls)	Yes	?	

Technician Productivity Measurements

Local Tech Support Measurements

Customer Feedback Surveys	Yes	?
Manufacture of All Replacement Parts	Original Equipment Manufacturer	?
Average Annual Certified Training for Techs	100+ Hours	?
Average Annual Certified Training for Tech Specialists	400+ Hours	?
Average Local Tech Tenure	15+ Years	?
Local First Support Level Tenure	20+ Years	?
Who Are Local Second Support Level	Master Techs	?
Who Are Local Third Support Level	Team Leaders	?
Who Are Local Fourth Support Level	Service Managers	?
Who is Local Fifth Support Level	Director of Customer Service	?
Who is Local Sixth Support Level	Area Vice President	?
Parts Inventory Value per Tech Vehicle	Approx. \$5,000	?
Multiple Local Part Depots	Yes	?
Territory Assignments Based on "Balanced" Workload	Yes	?
Wireless Handheld Device — Real-Time Info with Every Tech	Yes	?
Emergency Parts Orders — Next Flight Delivery	Yes	?

Customer Service Convenience Measurements

Voice Messaging with Auto Forward to Techs	Yes	?
Live Call Center	Yes	?
Email Request (with confirmation reply)	Yes	?
Fax-In Request (with confirmation reply)	Yes	?
Online, Web-Based Support	Yes	?
Online, Web-Based Meter Reads	Yes	?
Online, Web-Based Supply Ordering	Yes	?

Facts

Number of Employees	Over 70,000	?
Number of Locations	Over 100	?
Annual Sales Revenue	\$ Over 22 Billion	?
Number of Machines Under Service	Over 2.7 MILLION	?
Number of Service Techs and Support Professionals	Over 10,000	?

One more reason to compare your current service provider is to learn how much savings you'll realize with Ricoh America. For that and answers to any questions, please call Chris Hill, Branch Manager, at 502-417-57976. Thanks for checking us out!

Ricoh USA



Please direct any questions regarding this Proposal to:

Ron Cook

Phone: 859-263-1261 Cell: 859-494-126

Ronald.Cook@ricoh-usa.com

Proprietary and Confidential Statement—The enclosed materials are proprietary to Ricoh USA, Inc., a Ricoh company ("Ricoh"), and Ricoh reserves all right, title, and interest in and to such materials. The terms, conditions, and information set forth herein are confidential to Ricoh and may not be disclosed in any manner to any person other than the addressee, together with its officers, employees, and agents who are directly responsible for evaluating the contents of these materials for the limited purpose intended. These materials may not be used in any manner other than for such limited purpose. Any unauthorized disclosure, use, reproduction, or transmission is expressly prohibited without the prior written consent of Ricoh. These materials summarize a proposed equipment and/or services solution. They are intended for informational purposes only to assist you in your evaluation of Ricoh as a potential business partner. These materials do not represent an offer or a binding agreement.

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Appendix

A. Please provide 3 local references (name of reference and point of contact) of those you presently serve that are utilizing similar networked multifunction equipment being proposed. The references should be from customers of like service size and needs.
References from educational institutions are highly preferred but not required.

- Pulaski County School
 - 1.Shelley Todd... 606-305-7531
- Boyle County Schools Susan Taylor...606-236-6634
- Rockcastle County Middle School
 - 1.Rebecca Boreing...606-256-5118
- Russell County School District
 - 1.Marla Carnes...270-343-3191
- Somerset Independent Schools
 - 1.Jeffrey Nash...606-679-4451
- Casey County Schools
 - 1.Dena Randolph...606-787-6941

Proposed Solution

Ricoh MP5055SP (7 Multifunctional B&W Devices)

The Ricoh MP5055SP delivers high-quality B&W Copying, Printing, **Color** and B&W Scanning; **Staple Finishing**, flexible paper handling, and the latest security features; making it an ideal solution for your low to mid volume B&W needs.

Key Features

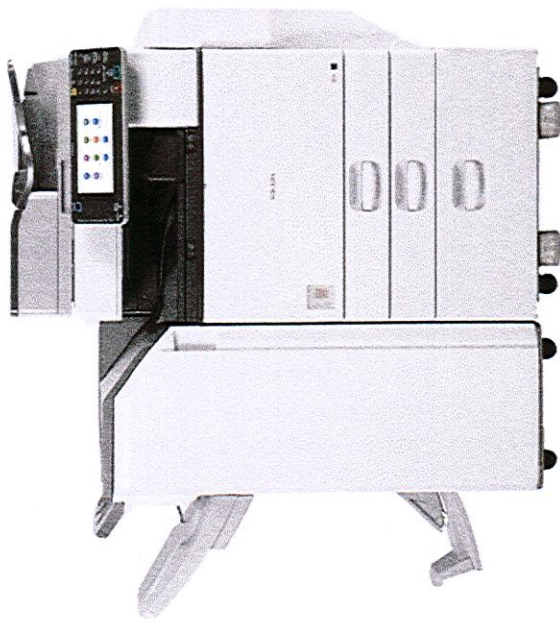
- ▶ 55-Output Speed
- ▶ Automatic Reversing, Duplex Document Feeder
- ▶ Stale Finisher & 2/3 Hole Punch
- ▶ 3100 Sheet Paper Supply, 2-500 sheet Universal Trays 2 1000 Sheet Paper Trays and a Bypass tray (Supports 5.5" x 8.5" to 11 x 17" paper size and up to 57lb Bond paper weight)
- ▶ Scan to Email, Folder, USB, SD & HDD at 61-IPM in B&W and 55-IPM in **Color**

Power Requirements:

STANDARD 120V – 127V, 60Hz



- ▶ Peace of Mind Safety and Security
- ▶ 1GB RAM and 128GB HDD
- ▶ 600 x 600 dpi resolution
- ▶ Energy Star® compliant



Proposed Solution

Ricoh MP C2504 (5 Devices) Multifunctional Color and B&W Device

The Ricoh MP C2504 delivers high-quality **Color** and B&W Copying, Printing, and Advanced Scanning, **B&W Faxing**, External Staple Finishing & 2/3 hole Punch, flexible paper handling, and the latest security features; making it an ideal solution for your low volume **Color** needs.

Key Features

- ▶ **35 CPM** Output Speed in **Color** and Black & White
- ▶ Automatic Reversing, Duplex Document Feeder
- ▶ Staple Finisher & 2/3 hole punch
- ▶ Faxing
- ▶ 1,100 Sheet Paper Supply, 1,100 Sheet Universal 500 Sheet paper tray and a Bypass Tray (Supports 5.5" x 8.5" to 11 x 17" paper size and up to 80lb Bond paper weight) Fax, Electronic Fax Forwarding to Email/Folder -
- ▶ Scan to Email, Folder, USB, SD & HDD at 25-IPM in B&W and **Color**

Power Requirements:

STANDARD 120V – 127V, 60Hz



- ▶ Peace of Mind Safety and Security
- ▶ 2GB RAM and 190GB HDD
- ▶ 1200 x 1200dpi resolution
- ▶ Energy Star® compliant

